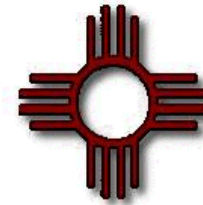


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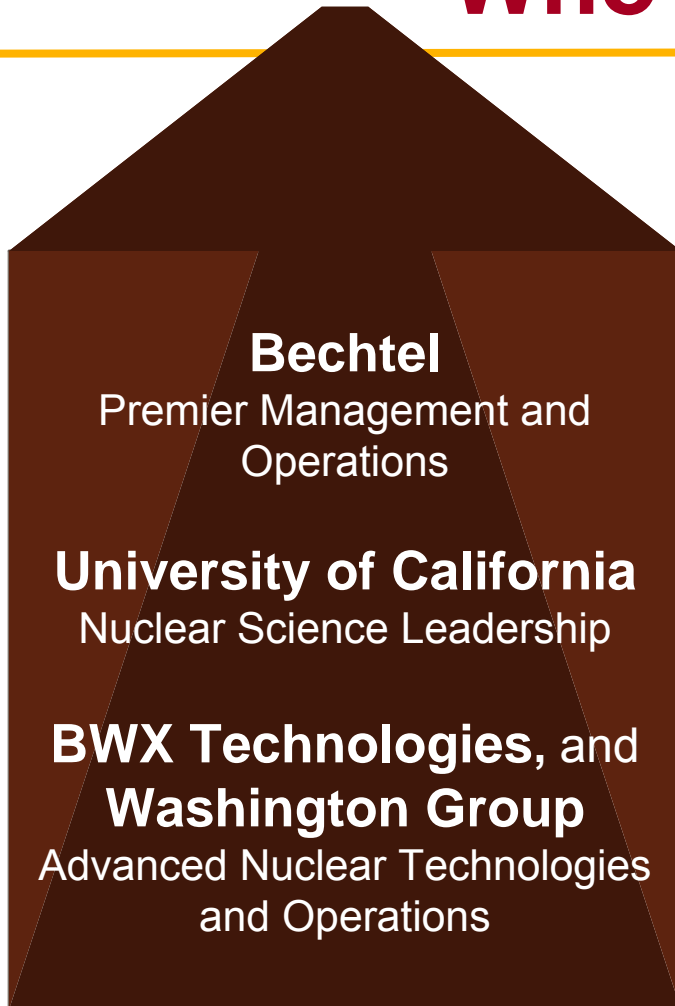
DOE Prime Contractor Panel

Presented by
Kevin Chalmers
June 28, 2006



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Who is LANS?



Washington Group International

About the Laboratory

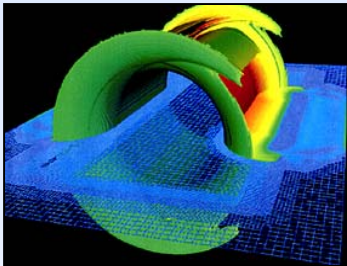


Operated by ***Los Alamos National Security, LLC (LANS)*** for the U.S. Department of Energy's NNSA.

- Annual Budget - ***\$2.2 billion.***
- FY05 - ***\$977.3M*** spent on goods and services.
- ***\$376.6M*** with small business.

Laboratory Mission: National Security

Weapons Research



Large-Scale Simulation
Stockpile Stewardship



B61-11



W80 for Advanced
Cruise Missile

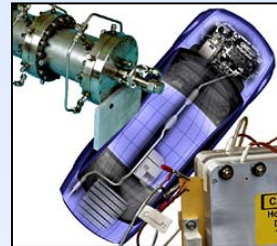


Pit Manufacturing

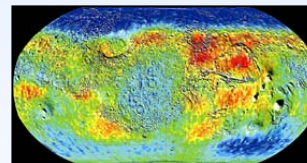


W76, W78, W88
for Trident &
Minuteman III

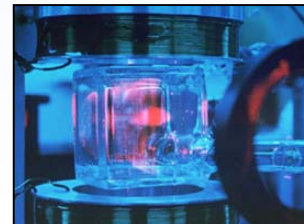
Basic Research



Fuel Cell



Neutron Spectrometer
Map of Mars

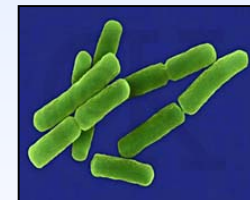


Atom Trapping
and Cooling

Threat Reduction



Nuclear Response



Advanced
Characterization
of Biological Agents



Multispectral Thermal
Imager and GENIE

Future of the Laboratory

Acquisition Services:

- Reduce Sole-Sources
- Compete – Maximum Extent
- Threshold of \$10K for Competition. Goal is to “set aside” all procurements under \$100K for small business.
- Subcontracts \geq \$100K. Small Business Program Team will work with procurement personnel to maximize small business opportunities on subcontract awards.
- Current Forecasted Opportunities:
<http://supply.lanl.gov/forecasts> or Visit Booth #601

Doing Business with LANL

- Register in CCR <http://www.ccr.gov>
- Identify NAICS code(s)
<http://www.naics.com/search.htm>
- Submit a capability statement

Other Important Expectations:

- Safety – Share our Zero Accident Philosophy
- Quality
- Deliver On-Time and Within Budget
- Expect to Compete

2006 Small Business Accomplishments

- DOE FMC Small Business Program Manager of the Year – Dennis Roybal
- NNSA Small Business Advocate Award (M&O) – Scott Havemann
- NNSA Small Business Supplier of Excellence (M&O) – Holman's Inc.

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Small Business Program Contact Information

Call Us: (505) 667-4419

Write Us: business@lanl.gov

Visit Us: <http://business.lanl.gov>

or

Visit Us Here at Booth #601